

Appendix F

Top 10 Insurance Companies by Line of Business in Washington 2011



Top 10 Authorized Companies or
Groups of Companies
Zero Premium Companies Excluded

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share and Loss Ratio
Line of Business: Accident and Health

All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Type(1)	Premiums Written	Market Share	Premiums Earned	Losses Incurred(2)	Loss Ratio	Enrollment(3)
1	GROUP HLTH COOP GRP									
	Group Hlth Coop	95672	WA	HMO	\$2,010,552	13.67%	\$1,996,461	\$1,865,876	93.46%	356,656
	Group Hlth Options Inc	47055	WA	HCSC	\$1,005,203	6.84%	\$1,005,627	\$864,911	86.01%	222,023
	KPS Hlth Plans	53872	WA	HCSC	\$126,769	0.86%	\$126,769	\$117,052	92.33%	27,316
	Group Totals				\$3,142,524	21.37%	\$3,128,857	\$2,847,839	91.02%	605,995
2	REGENGE GRP									
	Asuris NW Hlth	47350	WA	HCSC	\$261,502	1.78%	\$259,657	\$221,055	85.13%	70,851
	Regence BCBS of OR	54933	OR	HCSC	\$124,063	0.84%	\$125,361	\$100,876	80.47%	19,854
	Regence BlueShield	53902	WA	HCSC	\$2,219,607	15.09%	\$2,209,782	\$1,888,453	85.46%	599,849
	Regence Blueshield Of ID Inc	60131	ID	L&D	\$6,953	0.05%	\$6,911	\$6,119	88.55%	2,292
	Regence Life & Hlth Ins Co	97985	OR	L&D	\$19,564	0.13%	\$19,219	\$11,938	62.12%	
	Group Totals				\$2,631,688	17.90%	\$2,620,930	\$2,228,441	85.02%	692,846
3	PREMERA BLUE CROSS GRP									
	Lifewise Assur Co	94188	WA	L&D	\$64,830	0.44%	\$64,591	\$46,810	72.47%	
	LifeWise Hlth Plan of WA	52633	WA	HCSC	\$287,031	1.95%	\$287,031	\$235,896	82.18%	110,058
	Premera Blue Cross	47570	WA	HCSC	\$2,051,038	13.95%	\$2,044,012	\$1,713,243	83.82%	576,041
	Group Totals				\$2,402,899	16.34%	\$2,395,634	\$1,995,949	83.32%	686,099
4	UNITEDHEALTH GRP									
	Golden Rule Ins Co	62286	IN	L&D	\$109	0.00%	\$115	\$89	77.51%	
	Pacificare Life & Hlth Ins Co	70785	IN	L&D	\$3,751	0.03%	\$3,750	\$2,753	73.42%	
	Pacificare Life Assur Co	84506	CO	L&D	\$2	0.00%	\$2	(\$71)	(3378.87)%	0
	Unimerica Ins Co	91529	WI	L&D	\$6,567	0.04%	\$6,614	\$6,139	92.81%	
	UnitedHealthcare Ins Co	79413	CT	L&D	\$738,604	5.02%	\$735,052	\$585,473	79.65%	
	UnitedHealthCare of WA Inc	48038	WA	HCSC	\$510,765	3.47%	\$510,567	\$421,547	82.56%	55,049
	Group Totals				\$1,259,798	8.57%	\$1,256,100	\$1,015,930	80.88%	55,049
5	MOLINA HEALTHCARE INC GRP									
	Molina Hlthcare of WA Inc	96270	WA	HMO	\$835,694	5.68%	\$835,694	\$686,541	82.15%	355,441
	Group Totals				\$835,694	5.68%	\$835,694	\$686,541	82.15%	355,441
6	COMMUNITY HLTH PLAN OF WA									
	Community Hlth Plan of WA	47049	WA	HCSC	\$713,056	4.85%	\$713,056	\$613,420	86.03%	282,635
	Group Totals				\$713,056	4.85%	\$713,056	\$613,420	86.03%	282,635
7	KAISER FOUNDATION GRP									
	Kaiser Found Hlth Plan of the NW	95540	OR	HMO	\$504,297	3.43%	\$504,297	\$466,608	92.53%	83,684
	Group Totals				\$504,297	3.43%	\$504,297	\$466,608	92.53%	83,684

Top 10 Authorized Companies or
Groups of Companies
Zero Premium Companies Excluded

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share and Loss Ratio
Line of Business: Accident and Health

All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Type(1)	Premiums Written	Market Share	Premiums Earned	Losses Incurred(2)	Loss Ratio	Enrollment(3)
8	WASHINGTON DENTAL SERV									
	Washington Dental Serv	47341	WA	HCSC	\$401,426	2.73%	\$401,965	\$345,400	85.93%	826,052
	Group Totals				\$401,426	2.73%	\$401,965	\$345,400	85.93%	826,052
9	AETNA GRP									
	Aetna Life Ins Co	60054	CT	L&D	\$337,055	2.29%	\$329,221	\$257,649	78.26%	
	Group Totals				\$337,055	2.29%	\$329,221	\$257,649	78.26%	
10	HUMANA GRP									
	Humana Ins Co	73288	WI	L&D	\$225,665	1.53%	\$223,500	\$204,217	91.37%	
	Kanawha Ins Co	65110	SC	L&D	\$776	0.01%	\$780	\$317	40.59%	
	Group Totals				\$226,441	1.54%	\$224,280	\$204,534	91.20%	
	Top 10 Group Total				\$12,454,878	84.70%	\$12,410,034	\$10,662,311	85.92%	3,587,801
	All Other Companies				\$2,250,378	15.30%	\$2,251,004	\$1,813,074	80.55%	1,041,780
	Totals(4)				\$14,705,256	100.00%	\$14,661,038	\$12,475,385	85.09%	4,629,581

(1)L&D=Life and Disability Ins. Co., P&C=Property and Casualty Ins. Co., HMO=Health Maintenance Organization, HCSC=Health Care Service Contractor, LHSC=Limited HCSC, F=Fraternal, MEWA=Multi Employer Welfare Arrangement

(2)Includes Risk Revenue-related claims and benefits. However, Premiums Written and Premiums Earned do not include Risk Revenue.

(3) Enrollment only provided by companies filing the NAIC Health blank.

(4)Totals do not represent all health coverage in Washington.

Office of Insurance Commissioner

2011 Washington Market Share and Loss Ratio

Top 10 Authorized Companies or Groups of
Companies
Zero Premium and Loss Companies Excluded

Line of Business: Property and Casualty Totals (excludes Accident and Health)

All Dollars in Thousands

Rank	Group Name	NAIC Code	DOM	Direct Premiums Written	Market Share	Direct Premiums Earned	Direct Losses Incurred	Loss Ratio(1)
1	STATE FARM GRP							
	State Farm Fire & Cas Co	25143	IL	\$402,066	4.74%	\$398,340	\$170,393	42.78%
	State Farm Mut Auto Ins Co	25178	IL	\$518,725	6.11%	\$519,354	\$333,007	64.12%
	Group Totals			\$920,790	10.85%	\$917,694	\$503,400	54.85%
2	LIBERTY MUT GRP							
	American Economy Ins Co	19690	IN	\$32,183	0.38%	\$33,112	\$16,901	51.04%
	American Fire & Cas Co	24066	OH	\$14,608	0.17%	\$13,778	\$6,461	46.89%
	American States Ins Co	19704	IN	\$55,116	0.65%	\$57,573	(\$13,577)	(23.58)%
	American States Preferred Ins Co	37214	IN	\$6,697	0.08%	\$7,283	\$3,312	45.47%
	Employers Ins of Wausau	21458	WI	\$1,419	0.02%	\$1,490	\$3,553	238.50%
	First Liberty Ins Corp	33588	IL	\$188	0.00%	\$189	\$112	59.60%
	First Natl Ins Co Of Amer	24724	WA	\$100,496	1.18%	\$87,902	\$45,828	52.14%
	General Ins Co Of Amer	24732	WA	\$17,611	0.21%	\$18,223	\$3,518	19.31%
	Indiana Ins Co	22659	IN	\$4	0.00%	\$4	\$498	12524.25%
	Liberty Ins Corp	42404	IL	\$7,752	0.09%	\$6,625	\$4,166	62.89%
	Liberty Ins Underwriters Inc	19917	IL	\$5,234	0.06%	\$5,010	(\$2,664)	(53.17)%
	Liberty Mut Fire Ins Co	23035	WI	\$109,570	1.29%	\$104,838	\$43,875	41.85%
	Liberty Mut Ins Co	23043	MA	\$60,502	0.71%	\$56,648	\$19,839	35.02%
	Liberty Northwest Ins Corp	41939	OR	\$30,607	0.36%	\$37,644	\$10,045	26.68%
	LM Ins Corp	33600	IL	\$36	0.00%	\$27	\$5	18.93%
	North Pacific Ins Co	23892	OR	\$36,346	0.43%	\$40,988	\$11,842	28.89%
	Ohio Cas Ins Co	24074	OH	\$13,455	0.16%	\$17,480	\$1,815	10.38%
	Ohio Security Ins Co	24082	OH	\$22,208	0.26%	\$11,693	\$5,332	45.60%
	Oregon Automobile Ins Co	23922	OR	\$5,235	0.06%	\$5,904	\$2,148	36.38%
	Safeco Ins Co Of Amer	24740	WA	\$189,839	2.24%	\$183,149	\$54,251	29.62%
	Safeco Ins Co Of IL	39012	IL	\$182,930	2.16%	\$184,555	\$90,039	48.79%
	Safeco Ins Co of OR	11071	OR	\$11,568	0.14%	\$3,270	\$1,627	49.74%
	Wausau Business Ins Co	26069	WI	\$1,453	0.02%	\$1,406	\$1,591	113.12%
	Wausau Underwriters Ins Co	26042	WI	\$3,689	0.04%	\$3,368	\$1,818	53.97%
	West Amer Ins Co	44393	IN	\$10,605	0.12%	\$11,788	\$3,451	29.28%
	Group Totals			\$919,352	10.83%	\$893,947	\$315,785	35.29%

State of Washington

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2011 Washington Market Share and Loss Ratio

Top 10 Authorized Companies or Groups of
Companies
Zero Premium and Loss Companies Excluded

Line of Business: Property and Casualty Totals (excludes Accident and Health)

All Dollars in Thousands

Rank	Group Name	NAIC Code	DOM	Direct Premiums Written	Market Share	Direct Premiums Earned	Direct Losses Incurred	Loss Ratio(1)
3 ZURICH INS GRP								
	21st Century Advantage Ins Co	25232	MN	\$5,491	0.06%	\$5,777	\$2,625	45.44%
	21st Century Centennial Ins Co	34789	PA	\$1,943	0.02%	\$2,030	\$1,156	56.93%
	21st Century N Amer Ins Co	32220	NY	\$8,774	0.10%	\$8,369	\$4,328	51.71%
	21st Century Preferred Ins Co	22225	PA	\$974	0.01%	\$1,059	\$793	74.95%
	American Guar & Liab Ins	26247	NY	\$13,448	0.16%	\$14,768	\$2,525	17.10%
	American Zurich Ins Co	40142	IL	\$6,156	0.07%	\$5,215	\$2,003	38.40%
	Assurance Co Of Amer	19305	NY	\$2,530	0.03%	\$3,332	(\$381)	(11.45)%
	Coast Natl Ins Co	25089	CA	\$24,815	0.29%	\$24,692	\$13,760	55.73%
	Colonial Amer Cas & Surety Co	34347	MD	\$410	0.00%	\$1,030	\$1,974	191.67%
	Empire Fire & Marine Ins Co	21326	NE	\$6,546	0.08%	\$6,735	\$10	0.14%
	Farmers Ins Co Of WA	21644	WA	\$450,340	5.31%	\$466,138	\$206,327	44.26%
	Farmers Ins Exch	21652	CA	\$39,359	0.46%	\$41,311	\$14,896	36.06%
	Fidelity & Deposit Co Of MD	39306	MD	\$20,889	0.25%	\$13,660	\$4,050	29.65%
	Fire Ins Exch	21660	CA	\$46,745	0.55%	\$44,641	\$20,066	44.95%
	Foremost Ins Co Grand Rapids MI	11185	MI	\$32,975	0.39%	\$30,486	\$10,329	33.88%
	Foremost Prop & Cas Ins Co	11800	MI	\$7,274	0.09%	\$6,854	\$2,126	31.01%
	Foremost Signature Ins Co	41513	MI	\$32,872	0.39%	\$34,880	\$13,535	38.80%
	Maryland Cas Co	19356	MD	\$5,696	0.07%	\$6,282	\$2,602	41.42%
	Mid Century Ins Co	21687	CA	\$23,807	0.28%	\$22,319	(\$1,690)	(7.57)%
	Northern Ins Co Of NY	19372	NY	\$617	0.01%	\$544	(\$623)	(114.47)%
	Truck Ins Exch	21709	CA	\$35,571	0.42%	\$37,413	\$14,751	39.43%
	Universal Underwriters Ins Co	41181	KS	\$15,325	0.18%	\$17,093	\$1,407	8.23%
	Universal Underwriters Of TX Ins	40843	TX	\$2,897	0.03%	\$1,936	\$641	33.10%
	Zurich Amer Ins Co	16535	NY	\$56,871	0.67%	\$57,046	\$44,993	78.87%
	Zurich Amer Ins Co Of IL	27855	IL	\$2,993	0.04%	\$2,851	(\$116)	(4.08)%
	Group Totals			\$845,318	9.96%	\$856,462	\$362,085	42.29%
4 ALLSTATE INS GRP								
	Allstate Fire & Cas Ins Co	29688	IL	\$115,305	1.36%	\$108,292	\$68,747	63.48%
	Allstate Ind Co	19240	IL	\$106,795	1.26%	\$108,476	\$52,544	48.44%
	Allstate Ins Co	19232	IL	\$202,535	2.39%	\$209,330	\$104,677	50.01%
	Allstate Prop & Cas Ins Co	17230	IL	\$118,845	1.40%	\$118,168	\$59,027	49.95%
	Encompass Ind Co	15130	IL	\$18,445	0.22%	\$16,669	\$8,340	50.04%
	Encompass Ins Co Of Amer	10071	IL	\$13,717	0.16%	\$17,506	\$8,333	47.60%
	Esurance Ins Co	25712	WI	\$21,041	0.25%	\$21,889	\$12,941	59.12%
	First Colonial Ins Co	29980	FL	\$1,880	0.02%	\$2,206	\$520	23.56%
	Group Totals			\$598,563	7.05%	\$602,535	\$315,129	52.29%

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2011 Washington Market Share and Loss Ratio

Top 10 Authorized Companies or Groups of
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Line of Business: Property and Casualty Totals (excludes Accident and Health)

All Dollars in Thousands

Rank	Group Name	NAIC Code	DOM	Direct Premiums Written	Market Share	Direct Premiums Earned	Direct Losses Incurred	Loss Ratio(1)
5	UNITED SERV AUTOMOBILE ASSN GRP							
	Garrison Prop & Cas Ins Co	21253	TX	\$26,674	0.31%	\$25,263	\$18,421	72.92%
	United Serv Automobile Assn	25941	TX	\$195,408	2.30%	\$192,589	\$119,325	61.96%
	USAA Cas Ins Co	25968	TX	\$140,319	1.65%	\$137,735	\$92,856	67.42%
	USAA Gen Ind Co	18600	TX	\$37,724	0.44%	\$36,645	\$23,615	64.44%
	Group Totals			\$400,125	4.71%	\$392,231	\$254,217	64.81%
6	PROGRESSIVE GRP							
	National Continental Ins Co	10243	NY	\$178	0.00%	\$210	\$331	157.20%
	Progressive Amer Ins Co	24252	OH	\$683	0.01%	\$723	(\$137)	(19.01)%
	Progressive Cas Ins Co	24260	OH	\$105,892	1.25%	\$98,622	\$65,156	66.07%
	Progressive Classic Ins Co	42994	WI	\$21,856	0.26%	\$24,190	\$14,030	58.00%
	Progressive Direct Ins Co	16322	OH	\$108,958	1.28%	\$103,407	\$60,250	58.26%
	Progressive Max Ins Co	24279	OH	\$38,991	0.46%	\$41,459	\$22,542	54.37%
	Progressive Northern Ins Co	38628	WI	\$291	0.00%	\$342	\$202	59.21%
	Progressive Northwestern Ins Co	42919	OH	\$41,239	0.49%	\$44,928	\$26,365	58.68%
	Progressive Preferred Ins Co	37834	OH	\$259	0.00%	\$276	\$1	0.49%
	United Financial Cas Co	11770	OH	\$17,085	0.20%	\$16,609	\$14,302	86.11%
	Group Totals			\$335,432	3.95%	\$330,766	\$203,043	61.38%
7	PUBLIC EMPLOYEES GRP							
	Pemco Mut Ins Co	24341	WA	\$322,130	3.79%	\$320,579	\$191,162	59.63%
	Group Totals			\$322,130	3.79%	\$320,579	\$191,162	59.63%

State of Washington

Office of Insurance Commissioner

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Rank	Group Name	NAIC Code	DOM	Direct Premiums Written	Market Share	Direct Premiums Earned	Direct Losses Incurred	Loss Ratio(1)
8	Travelers Grp							
	Automobile Ins Co Of Hartford CT	19062	CT	\$8,494	0.10%	\$8,438	\$4,845	57.43%
	Charter Oak Fire Ins Co	25615	CT	\$14,635	0.17%	\$14,367	\$12,546	87.32%
	Discover Prop & Cas Ins Co	36463	IL	\$1,979	0.02%	\$1,951	(\$3,321)	(170.22)%
	Farmington Cas Co	41483	CT	\$50	0.00%	\$53	(\$99)	(185.41)%
	Northland Cas Co	24031	CT	\$72	0.00%	\$104	\$46	43.72%
	Northland Ins Co	24015	CT	\$10,378	0.12%	\$10,159	\$8,037	79.11%
	Phoenix Ins Co	25623	CT	\$11,992	0.14%	\$12,152	\$7,053	58.04%
	St Paul Fire & Marine Ins Co	24767	CT	\$16,711	0.20%	\$16,159	(\$4,939)	(30.56)%
	St Paul Guardian Ins Co	24775	CT	\$141	0.00%	\$190	(\$420)	(220.61)%
	St Paul Mercury Ins Co	24791	CT	\$2,978	0.04%	\$3,992	\$1,068	26.74%
	St Paul Protective Ins Co	19224	IL	\$203	0.00%	\$384	(\$51)	(13.36)%
	Standard Fire Ins Co	19070	CT	\$8,623	0.10%	\$8,892	\$2,519	28.33%
	Travelers Cas & Surety Co	19038	CT	\$1,058	0.01%	\$1,199	\$3,538	295.08%
	Travelers Cas & Surety Co Of Amer	31194	CT	\$58,198	0.69%	\$48,113	\$10,852	22.56%
	Travelers Cas Ins Co Of Amer	19046	CT	\$12,245	0.14%	\$11,271	\$8,123	72.07%
	Travelers Commercial Ins Co	36137	CT	\$5,876	0.07%	\$4,284	\$3,341	78.00%
	Travelers Home & Marine Ins Co	27998	CT	\$61,257	0.72%	\$56,426	\$35,674	63.22%
	Travelers Ind Co	25658	CT	\$28,597	0.34%	\$27,809	\$13,372	48.09%
	Travelers Ind Co Of Amer	25666	CT	\$14,127	0.17%	\$14,414	\$7,436	51.59%
	Travelers Ind Co Of CT	25682	CT	\$5,147	0.06%	\$4,963	\$1,750	35.27%
	Travelers Prop Cas Co Of Amer	25674	CT	\$42,710	0.50%	\$40,983	\$10,004	24.41%
	Group Totals			\$305,472	3.60%	\$286,304	\$121,375	43.53%
9	BERKSHIRE HATHAWAY GRP							
	Berkshire Hathaway Homestate Ins Co	20044	NE	\$3,417	0.04%	\$3,947	\$1,410	35.73%
	Central States Ind Co Of Omaha	34274	NE	\$1,280	0.02%	\$1,206	\$50	4.14%
	Columbia Ins Co	27812	NE	\$1,046	0.01%	\$998	(\$62)	(6.23)%
	Geico Cas Co	41491	MD	\$4,797	0.06%	\$5,226	\$3,276	62.69%
	Geico Gen Ins Co	35882	MD	\$144,308	1.70%	\$142,731	\$101,010	70.77%
	Geico Ind Co	22055	MD	\$71,001	0.84%	\$70,994	\$42,474	59.83%
	General Reins Corp	22039	DE	\$805	0.01%	\$825	\$302	36.64%
	General Star Natl Ins Co	11967	OH	\$296	0.00%	\$450	\$552	122.80%
	Government Employees Ins Co	22063	MD	\$53,616	0.63%	\$53,983	\$36,921	68.39%
	Medical Protective Co	11843	IN	\$9,187	0.11%	\$8,584	\$1,273	14.83%
	National Ind Co	20087	NE	\$1,772	0.02%	\$1,620	\$1,454	89.77%
	National Liab & Fire Ins Co	20052	CT	\$868	0.01%	\$893	\$2,166	242.53%
	Seaworthy Ins Co	37923	MD	\$163	0.00%	\$132	\$37	27.81%
	Stonewall Ins Co	22276	NE	\$13	0.00%	\$2	\$1	43.95%
	United States Liab Ins Co	25895	PA	\$3,791	0.04%	\$3,621	\$992	27.39%
	Group Totals			\$296,359	3.49%	\$295,213	\$191,856	64.83%

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2011 Washington Market Share and Loss Ratio

Top 10 Authorized Companies or Groups of
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Line of Business: Property and Casualty Totals (excludes Accident and Health)

All Dollars in Thousands

Rank	Group Name	NAIC Code	DOM	Direct Premiums Written	Market Share	Direct Premiums Earned	Direct Losses Incurred	Loss Ratio(1)
10	HARTFORD FIRE & CAS GRP							
	Hartford Accident & Ind Co	22357	CT	\$15,497	0.18%	\$13,601	\$10,572	77.73%
	Hartford Cas Ins Co	29424	IN	\$58,040	0.68%	\$57,581	\$33,685	58.50%
	Hartford Fire In Co	19682	CT	\$13,227	0.16%	\$13,766	\$6,998	50.84%
	Hartford Ins Co Of The Midwest	37478	IN	\$19,812	0.23%	\$20,610	\$6,891	33.43%
	Hartford Underwriters Ins Co	30104	CT	\$35,962	0.42%	\$38,374	\$21,181	55.20%
	Property & Cas Ins Co Of Hartford	34690	IN	\$52,298	0.62%	\$52,692	\$26,095	49.52%
	Sentinel Ins Co Ltd	11000	CT	\$24,397	0.29%	\$23,670	\$15,857	66.99%
	Trumbull Ins Co	27120	CT	\$4,759	0.06%	\$3,487	\$1,956	56.08%
	Twin City Fire Ins Co Co	29459	IN	\$29,982	0.35%	\$31,596	(\$35,006)	(110.79)%
	Group Totals			\$253,975	2.99%	\$255,378	\$88,229	34.55%
	Top Group Totals			\$5,197,516	61.23%	\$5,151,109	\$2,546,281	49.43%
	All Other Companies			\$3,291,058	38.77%	\$3,290,930	\$1,937,073	58.86%
	Totals			\$8,488,573	100.00%	\$8,442,039	\$4,483,353	53.11%

(1) Excluding all Loss Adjustment Expenses (LAE)

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share
Line of Business: Life - Life Insurance

All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Ordinary	Credit	Group	Industrial	Total	Market Share
1	NEW YORK LIFE GRP								
	New York Life Ins & Ann Corp	91596	DE	\$44,081	\$0	\$410	\$0	\$44,491	2.18%
	New York Life Ins Co	66915	NY	\$115,383	\$0	\$20,608	\$0	\$135,991	6.65%
	NYLife Ins Co Of AZ	81353	AZ	\$3,102	\$0	\$0	\$0	\$3,102	0.15%
	Group Totals			\$162,567	\$0	\$21,018	\$0	\$183,584	8.98%
2	NORTHWESTERN MUT GRP								
	Northwestern Mut Life Ins Co	67091	WI	\$128,798	\$0	\$0	\$0	\$128,798	6.30%
	Group Totals			\$128,798	\$0	\$0	\$0	\$128,798	6.30%
3	METROPOLITAN GRP								
	Delaware Amer Life Ins Co	62634	DE	\$28	\$0	\$0	\$0	\$28	0.00%
	General Amer Life Ins Co	63665	MO	\$5,626	\$0	\$1	\$0	\$5,627	0.28%
	MetLife Ins Co of CT	87726	CT	\$4,339	\$0	\$0	\$0	\$4,339	0.21%
	MetLife Investors Ins Co	93513	MO	\$23	\$0	\$0	\$0	\$23	0.00%
	MetLife Investors USA Ins Co	61050	DE	\$13,873	\$0	\$3	\$0	\$13,876	0.68%
	Metropolitan Life Ins Co	65978	NY	\$27,799	\$0	\$60,814	\$0	\$88,613	4.34%
	Metropolitan Tower Life Ins Co	97136	DE	\$1,455	\$0	\$0	\$0	\$1,455	0.07%
	New England Life Ins Co	91626	MA	\$2,463	\$0	\$0	\$0	\$2,463	0.12%
	Group Totals			\$55,606	\$0	\$60,819	\$0	\$116,425	5.70%
4	PRUDENTIAL OF AMER GRP								
	Pruco Life Ins Co	79227	AZ	\$25,673	\$0	\$0	\$0	\$25,673	1.26%
	Prudential Ann Life Assur Corp	86630	CT	\$131	\$0	\$0	\$0	\$131	0.01%
	Prudential Ins Co Of Amer	68241	NJ	\$15,956	\$0	\$55,195	\$0	\$71,151	3.48%
	Group Totals			\$41,761	\$0	\$55,195	\$0	\$96,956	4.74%
5	LINCOLN NATL GRP								
	First Penn Pacific Life Ins Co	67652	IN	\$2,942	\$0	\$6	\$0	\$2,948	0.14%
	Lincoln Life & Ann Co of NY	62057	NY	\$47	\$0	\$33	\$0	\$81	0.00%
	Lincoln Natl Life Ins Co	65676	IN	\$64,534	\$0	\$8,864	\$0	\$73,398	3.59%
	Group Totals			\$67,523	\$0	\$8,903	\$0	\$76,427	3.74%
6	JOHN HANCOCK GRP								
	John Hancock Life & Hlth Ins Co	93610	MA	\$21	\$0	\$0	\$0	\$21	0.00%
	John Hancock Life Ins Co (USA)	65838	MI	\$76,023	\$0	\$0	\$0	\$76,023	3.72%
	Group Totals			\$76,044	\$0	\$0	\$0	\$76,044	3.72%
7	STATE FARM GRP								
	State Farm Life Ins Co	69108	IL	\$64,203	\$0	\$687	\$0	\$64,890	3.18%
	Group Totals			\$64,203	\$0	\$687	\$0	\$64,890	3.18%

Top 10 Authorized Companies or Groups of
Companies
Zero Premium Companies Excluded

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share
Line of Business: Life - Life Insurance

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All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Ordinary	Credit	Group	Industrial	Total	Market Share
8	ING Amer Ins Holding Grp								
	Ing Life Ins & Ann Co	86509	CT	\$1,366	\$0	\$58	\$0	\$1,424	0.07%
	ING USA Ann & Life Ins Co	80942	IA	\$2,093	\$0	\$0	\$0	\$2,093	0.10%
	Midwestern United Life Ins Co	66109	IN	\$24	\$0	\$0	\$0	\$24	0.00%
	Reliastar Life Ins Co	67105	MN	\$22,224	\$0	\$24,672	\$0	\$46,896	2.29%
	Reliastar Life Ins Co Of NY	61360	NY	\$322	\$0	\$68	\$0	\$390	0.02%
	Security Life Of Denver Ins Co	68713	CO	\$10,462	\$0	\$0	\$0	\$10,462	0.51%
	Group Totals			\$36,490	\$0	\$24,798	\$0	\$61,288	3.00%
9	PACIFIC LIFE GRP								
	Pacific Life Ins Co	67466	NE	\$60,171	\$0	\$0	\$0	\$60,171	2.94%
	Group Totals			\$60,171	\$0	\$0	\$0	\$60,171	2.94%
10	Aegon US Holding Grp								
	Monumental Life Ins Co	66281	IA	\$3,364	\$34	\$336	\$1	\$3,735	0.18%
	Stonebridge Life Ins Co	65021	VT	\$1,167	\$42	\$300	\$0	\$1,509	0.07%
	Transamerica Advisors Life Ins Co	79022	AR	\$274	\$0	\$0	\$0	\$274	0.01%
	Transamerica Financial Life Ins Co	70688	NY	\$56	\$0	\$4	\$0	\$59	0.00%
	Transamerica Life Ins Co	86231	IA	\$35,117	\$111	\$1,077	\$0	\$36,305	1.78%
	Western Reserve Life Assur Co of OH	91413	OH	\$9,941	\$0	\$0	\$0	\$9,941	0.49%
	Group Totals			\$49,918	\$186	\$1,718	\$1	\$51,822	2.54%
	Top Group Totals			\$743,080	\$186	\$173,137	\$1	\$916,405	44.84%
	All Other Companies			\$860,476	\$6,716	\$259,960	\$6	\$1,127,158	55.16%
	Totals			\$1,603,556	\$6,902	\$433,097	\$7	\$2,043,562	100.00%

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share
Line of Business: Life - Annuities

All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Ordinary	Credit	Group	Industrial	Total	Market Share
1	PRUDENTIAL OF AMER GRP								
	Pruco Life Ins Co	79227	AZ	\$333,039	\$0	\$0	\$0	\$333,039	7.93%
	Prudential Ann Life Assur Corp	86630	CT	\$15,180	\$0	\$0	\$0	\$15,180	0.36%
	Prudential Ins Co Of Amer	68241	NJ	\$2,193	\$0	\$50,586	\$0	\$52,779	1.26%
	Group Totals			\$350,412	\$0	\$50,586	\$0	\$400,998	9.55%
2	METROPOLITAN GRP								
	General Amer Life Ins Co	63665	MO	\$127	\$0	\$0	\$0	\$127	0.00%
	MetLife Ins Co of CT	87726	CT	\$1,919	\$0	\$0	\$0	\$1,919	0.05%
	MetLife Investors Ins Co	93513	MO	\$14,465	\$0	\$0	\$0	\$14,465	0.34%
	MetLife Investors USA Ins Co	61050	DE	\$295,340	\$0	\$0	\$0	\$295,340	7.04%
	Metropolitan Life Ins Co	65978	NY	\$69,356	\$0	\$8,435	\$0	\$77,791	1.85%
	Metropolitan Tower Life Ins Co	97136	DE	\$52	\$0	\$0	\$0	\$52	0.00%
	New England Life Ins Co	91626	MA	\$65	\$0	\$0	\$0	\$65	0.00%
	Group Totals			\$381,324	\$0	\$8,435	\$0	\$389,760	9.28%
3	TIAA FAMILY GRP								
	Teachers Ins & Ann Assoc Of Amer	69345	NY	\$224,433	\$0	\$99,467	\$0	\$323,900	7.72%
	TIAA Cref Life Ins Co	60142	NY	\$5,194	\$0	\$0	\$0	\$5,194	0.12%
	Group Totals			\$229,627	\$0	\$99,467	\$0	\$329,094	7.84%
4	JACKSON NATL GRP								
	Jackson Natl Life Ins Co	65056	MI	\$325,147	\$0	\$331	\$0	\$325,479	7.75%
	Group Totals			\$325,147	\$0	\$331	\$0	\$325,479	7.75%
5	AMERICAN INTL GRP								
	American Gen Life & Acc Ins Co	66672	TN	\$11	\$0	\$0	\$0	\$11	0.00%
	American Gen Life Ins Co	60488	TX	\$4,956	\$0	\$0	\$0	\$4,956	0.12%
	American Gen Life Ins Co of DE	66842	DE	\$71	\$0	\$189	\$0	\$260	0.01%
	SunAmerica Ann & Life Assur Co	60941	AZ	\$54,286	\$0	\$2,686	\$0	\$56,972	1.36%
	Sunamerica Life Ins Co	69256	AZ	\$820	\$0	\$0	\$0	\$820	0.02%
	United States Life Ins Co In NYC	70106	NY	\$511	\$0	\$0	\$0	\$511	0.01%
	Variable Ann Life Ins Co	70238	TX	\$62,609	\$0	\$38,791	\$0	\$101,399	2.42%
	Western Natl Life Ins Co	70432	TX	\$133,881	\$0	\$0	\$0	\$133,881	3.19%
	Group Totals			\$257,144	\$0	\$41,666	\$0	\$298,810	7.12%
6	NEW YORK LIFE GRP								
	New York Life Ins & Ann Corp	91596	DE	\$213,535	\$0	\$4,173	\$0	\$217,708	5.19%
	New York Life Ins Co	66915	NY	\$500	\$0	\$1,740	\$0	\$2,240	0.05%
	Group Totals			\$214,035	\$0	\$5,913	\$0	\$219,948	5.24%

Top 10 Authorized Companies or Groups of
Companies
Zero Premium Companies Excluded

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share
Line of Business: Life - Annuities

All Dollars in Thousands

Rank	Group Name	NAIC Code	Dom	Ordinary	Credit	Group	Industrial	Total	Market Share
7	LINCOLN NATL GRP								
	Lincoln Life & Ann Co of NY	62057	NY	\$1	\$0	\$0	\$0	\$1	0.00%
	Lincoln Natl Life Ins Co	65676	IN	\$186,048	\$0	\$29,190	\$0	\$215,237	5.13%
	Group Totals			\$186,048	\$0	\$29,190	\$0	\$215,238	5.13%
8	ING Amer Ins Holding Grp								
	Ing Life Ins & Ann Co	86509	CT	\$1,649	\$0	\$128,796	\$0	\$130,445	3.11%
	ING USA Ann & Life Ins Co	80942	IA	\$32,547	\$0	\$103	\$0	\$32,650	0.78%
	Reliastar Life Ins Co	67105	MN	\$17,808	\$0	\$3,188	\$0	\$20,995	0.50%
	Reliastar Life Ins Co Of NY	61360	NY	\$4	\$0	\$0	\$0	\$4	0.00%
	Group Totals			\$52,007	\$0	\$132,087	\$0	\$184,094	4.39%
9	Ameriprise Fin Grp								
	RiverSource Life Ins Co	65005	MN	\$147,936	\$0	\$1,572	\$0	\$149,508	3.56%
	Group Totals			\$147,936	\$0	\$1,572	\$0	\$149,508	3.56%
10	Sirius Grp								
	Symetra Life Ins Co	68608	WA	\$117,308	\$0	\$4,730	\$0	\$122,038	2.91%
	Group Totals			\$117,308	\$0	\$4,730	\$0	\$122,038	2.91%
	Top Group Totals			\$2,260,989	\$0	\$373,977	\$0	\$2,634,966	62.77%
	All Other Companies			\$1,376,687	\$0	\$186,214	\$0	\$1,562,901	37.23%
	Totals			\$3,637,676	\$0	\$560,191	\$0	\$4,197,867	100.00%

Top 10 Authorized Companies or Groups of
Companies
Zero Premium Companies Excluded

State of Washington
Office of Insurance Commissioner
2011 Washington Market Share and Loss Ratio
Line of Business: Title

All Dollars in Thousands

Rank	Group Name	NAIC Code	DOM	Premiums Written	Market Share	Premiums Earned	Losses Incurred	Loss Ratio(1)
1	FIDELITY NATL FIN GRP							
	Chicago Title Ins Co	50229	NE	\$59,353	27.34%	\$63,203	\$6,413	10.15%
	Commonwealth Land Title Ins Co	50083	NE	\$5,778	2.66%	\$5,943	\$2,427	40.83%
	Fidelity Natl Title Ins Co	51586	CA	\$19,817	9.13%	\$20,839	\$3,042	14.60%
	Group Totals			\$84,948	39.13%	\$89,985	\$11,882	13.20%
2	FIRST AMER TITLE GRP							
	First Amer Title Ins Co	50814	CA	\$66,965	30.85%	\$68,014	\$2,095	3.08%
	Group Totals			\$66,965	30.85%	\$68,014	\$2,095	3.08%
3	OLD REPUBLIC GRP							
	Old Republic Natl Title Ins Co	50520	MN	\$27,379	12.61%	\$26,802	\$1,389	5.18%
	Group Totals			\$27,379	12.61%	\$26,802	\$1,389	5.18%
4	STEWART TITLE GRP							
	Stewart Title Guar Co	50121	TX	\$26,743	12.32%	\$26,109	\$1,164	4.46%
	Group Totals			\$26,743	12.32%	\$26,109	\$1,164	4.46%
5	National Title Ins Of NY Inc							
	National Title Ins Of NY Inc	51020	NY	\$5,162	2.38%	\$4,786	\$0	0.00%
	Group Totals			\$5,162	2.38%	\$4,786	\$0	0.00%
6	Title Resources Guar Co							
	Title Resources Guar Co	50016	TX	\$4,552	2.10%	\$4,221	\$3	0.07%
	Group Totals			\$4,552	2.10%	\$4,221	\$3	0.07%
7	GGC Opportunity Fund Grp							
	WFG Natl Title Ins Co	51152	SC	\$1,202	0.55%	\$1,115	\$0	0.00%
	Group Totals			\$1,202	0.55%	\$1,115	\$0	0.00%
8	EnTitle Ins Co							
	EnTitle Ins Co	51632	OH	\$78	0.04%	\$82	\$0	0.00%
	Group Totals			\$78	0.04%	\$82	\$0	0.00%
9	Westcor Land Title Ins Co							
	Westcor Land Title Ins Co	50050	CA	\$66	0.03%	\$65	\$0	0.00%
	Group Totals			\$66	0.03%	\$65	\$0	0.00%
	Top Group Totals			\$217,096	100.00%	\$221,179	\$16,533	7.47%
	All Other Companies			\$0	0.00%	\$0	\$0	0.00%
	Totals			\$217,096	100.00%	\$221,179	\$16,533	7.47%

(1) Excluding all Loss Adjustment Expenses (LAE)